

## Message Text

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PAGE 01 ROME 01328 240058Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
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P R 231523Z JAN 78  
FM AMEMBASSY ROME  
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AMCONSUL GENOA  
AMCONSUL MILAN

UNCLAS ROME 1328

E.O. 11652: N/A  
TAGS: BENC, BTRA, IT  
SUBJ: FOREIGN BUYER PROGRAM: VISIT OF IRI GROUP

REF: A. 76 ROME 18836, B 76 STATE 270631 AND PREVIOUS

1. LONG PLANNED IRI-SPONSORED VISIT TO US WILL FINALLY COME TO FCUTION WEEK OF FEBRUARY 13-17. THIS VISIT, FIRST SUGGESTED REFTELS, HAS BOILED DOWN TO THREE PERSONS WHO ARE PREPARED TO SERIOUSLY DISCUSS AND EXPLORE US-ITALIAN TECHNICAL AND COMMERCIAL COOPERATION IN FIELD OF JOINT VENTURES, SUB-CONTRACTS IN MIDDLE EAST AND AFRICA. SECTORS CONCERNED ARE CIVIL ENGINEERING FIELD, CONSTRUCTION PROJECTS.

2. IRI IS LARGEST STATE-HOLDING GROUP IN ITALY WITH OVER 150 MANUFACTURING AND SERVICE INDUSTRIES AND A TURNOVER OF DOLS 7 BILLION. GROUP WOULD BE HEADED BY IRI REP AND TWO EXECUTIVES OF OPERATING COMPANIES, WHICH IN TURN BELONG TO IRI SUBGROUP FINMECCANICA--MAJOR ENGINEERING FINANCIAL GROUP IN ITALY. OPERATING COMPANIES REPRESENTED ARE MONTUBI, WHICH CONCENTRATES ON PIPELINE CONSTRUCTION AND RELATED PROJECTS, AND ANSALDO MECCANICO NUCLEARE (AMN), WHICH IS MAJOR ENGINEERING COMPANY AND GENERAL CONTRACTOR FOR SUPPLY OF POWER PLANTS ON TURN-KEY BASIS. BOTH COMPANIES HAVE EQUIPMENT AND PERSONNEL "IN PLACE"

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PAGE 02 ROME 01328 240058Z

IN COUNTRIES SUCH AS SAUDI ARABIA, NIGERIA, AND KENYA.

3. PARTY WOULD CONSIST OF DRM SERGIO TALACCHI, HEAD OF IRI REPRESENTATION OFFICE BRUSSELS; ING. PHILIP L. CARINA, NAMAGING DIRECTOR MONTUBI; AND MR. RUGGERO RUGALLI, VICE PRESIDENT OF AMN. CARINA'S INTEREST IS PRINCIPALLY IN MEETING WITH OIL COMPANIES, WHILE RUGALLI'S IS THAT OF ENGINEERING COMPANIES AS SET FORTH

BELOW, BUT THREE EXECUTIVES WOULD TRAVEL AS A GROUP FOR ALL VISITS. PARTY WOULD LIKE APPOINTMENTS WITH MAJOR ENGINEERING COMPANIES SUCH AS BROWN AND ROOT, FLUOR, BECHTEL, PARSONS, AND LOOMIS, AS WELL AS WITH THE US ARMY COPRS OF ENGINEERS IN VIRGINIA. RE OIL COMPANIES, THEY SUGGEST CONTACTS AT LEVEL OF VICE PRESIDENT FOR NEAR EAST OR INTERNATIONAL DIRECTOR, WITH COMPANIES SUCH AS EXXON NEW JERSEY, ARAMCO HOUSTON, MOBIL NEW YORK, AMOCO CHICAGO, AND TEXACO NEW YORK. CARIMA ACQUAINTED WITH SEVERAL VP'S FOR INTERNATIONAL DIVISIONS THESE COMPANIES, WHICH MAY HELP APPOINTMENT PROCESS.

4. GROUP IS PLANNING VISIT WEEK OF FEBRUARY 13-18 AND IS AMENABLE TO ANY SCHEDULE USDOC CAN SET UP CONSIDERING FOREGOING LIST OF DESIRED CONTACTS. THEY PLAN ARRIVE NEW YORK FEB 12, ARE RESERVING WEEK OF 13-18 FOR APPOINTMENTS AND WILL CHECK IN WITH NY FIELD OFFICE ON ARRIVAL. ALL THREE SPEAK ENGLISH.

5. THIS IS IMPORTANT VISIT WITH SIGNIFICANT POTENTIAL FOR US EXPORT. EMBASSY HOPES THAT EVERY POSSIBLE ASSISTANCE WILL BE EXTENDED.GARDNER

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Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014